



# Peter Cokotis

Program Manager

## **Massachusetts Procurement Technical Assistance Center (PTAC)**

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[www.msbdc.org/ptac/rfc.html](http://www.msbdc.org/ptac/rfc.html)



## ***What is a PTAC?***

### ***Procurement Technical Assistance Center***

- ***PTACs*** help small businesses seeking to compete successfully in federal, state and local government contracting



- **Created** by the U.S. Congress in 1985
- **PTACs** are funded through Cooperative Agreements between Department of Defense (DoD)/ Defense Logistics Agency (DLA) and state/local entities
- **98 DLA-funded PTACs** provide a range of services at little or no-cost across the U.S.A. (regional & statewide)
- **PTACs** can assist business firms in marketing their products and/or services to federal, state and local governments



- **PTACs** assist business firms with:
  - **how to research & bid on contracts**  
Fedbizopps.gov solicitations, General Services Administration (GSA) Schedules, State & Municipal opportunities, etc.
  - **registration requirements**  
System for Award Management (**SAM**) replaced Central Contractor Registration (**CCR**), Online Representations and Certifications Application (ORCA), etc. note: Dynamic Small Business Search (DSBS) remains SBA stand-alone platform.
  - **bidmatching services**  
Keyword searches using Boolean Logic, Fedbizopps.gov, etc.
  - **pre and post-award contracting issues**  
Federal Acquisition Regulations (FARs), Defense Federal Acquisition Regulations (DFARs), etc.



- Massachusetts PTAC is a statewide program
- Hosted by **Massachusetts Small Business Development Center (MSBDC) Network**, headquartered at the **Isenberg School of Management, University of Massachusetts – Amherst, MA**
- **MSBDC Network** provides free, confidential, one-to-one management & technical advising, low-cost educational training programs to prospective & existing small businesses throughout Massachusetts
- **MSBDC Network** offers assistance in:
  - **Business Advising, International Trade, Government Procurement**





- **MSBDC** areas of assistance include, but are not limited to:

Start-up Businesses

Business Plan Development

Financial Plan Development

Marketing and Sales Strategies

Cash Flow Analysis

Organizational and Personnel Issues

✓ **Government Procurement Assistance**

Minority, Women and Veteran Business Assistance

International Trade Assistance



- ***How do I find a PTAC in my state?***

<http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenters.aspx>

or

<http://www.aptac-us.org>

- ***Massachusetts PTAC client sign-up***

Must be Headquartered in Massachusetts, must be in business for at least 2 years, must have a valid email and access to the Internet

[www.msbdc.org/ptac/rfc.html](http://www.msbdc.org/ptac/rfc.html)

(413) 545-6303